

Message Text

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R 182323Z MAR 75

FM SECSTATE WASHDC

TO AMCONSUL LAHORE

INFO AMEMBASSY ISLAMABAD

AMCONSUL KARACHI

AMCONSUL LAHORE

AMCONSUL PESHAWAR

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E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: DEVELOPMENTS IN PAKISTAN CEMENT INDUSTRY

REF: LAHORE A-4

--- LAHORE 590

--- STATE 101985

--- LAHORE 1257

--- LASHORE 1294

--- KARACHI 0088

1. WE APPRECIATE EXCELLENT REPORT IN REPAIR ON
DEVELOPMENTS IN PAK CEMENT INDUSTRY. WE HAVE
DISCUSSED REPAIR WITH FULLER COMPANY WHO REMAINS
VERY INTERESTED IN JAVEDAN AN MUSTEKHAM EXPANSIONS.

2. FULLER REPORTS THEY ARE THE LOW BIDDER ON THE
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JAVEDAN EXPANSION. VERY SHORTLY THEY WILL SEND

SENIOR OFFICIALS TO PAKISTAN FOR FURTHER DISCUSSIONS
WITH MAHMOOD KHAN. (ON ARRIVAL THEY WILL FULLY
BRIEF COMMERCIAL OFFICERS ALLAN AND RUMRILL
ON THEIR PROPOSAL.) FULLER IS CONCERNED THAT
STATE CEMENT REQUIREMENT FOR LOCAL MANUFACTURING

OF NON-PROPRIETARY EQUIPMENT MAY SWING CONTRACT
AWARD TO MORE WELL ENTRENCHED EUROPEAN SUPPLIERS.
NEVERTHELESS FULLER IS WORKING CLOSELY WITH
THEIR AGENT TO DETERMINE WHICH LOCAL SUPPLIERS

CAN MEET THEIR SPECIFICATIONS AND CAN DELIVER
WITHIN THE CONTRACT TERMS. IN SOME INSTANCES
FULLER HAS MADE CHANGES IN THEIR PROPOSAL TO
REFLECT THE LESS SOPHISTICATED LOCALLY SUPPLIED
EQUIPMENT.

3. FULLER HAS ASKED FOR OUR ASSISTANCE IN SUPPORT
OF THEIR BID ON THE JAVEDAN CONTRACT. FURTHER,
COMPANY INDICATES THAT WHOEVER RECEIVES JAVEDAN
CONTRACT WILL ALSO BE IN A FAVORED POSITION ON
THE MUSTEKHAM EXPANSION. WE RECOMMEND THEREFORE
THAT CONSUL MAKE APPROPRIATE REPRESENTATIONS
TO THE KEY STATE CEMENT OFFICIALS IN SUPPORT OF
THE FULLER PROPOSAL.
INGERSOLL

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